

on this matter CIL

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September 10, 1958

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Dear

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Shortly after our phone conversation of 21 August other business called me away from here. On returning home Monday 1 Sept. I received your telegram. This should bring us up to-date, or at least explain some of the time lapse since talking with you last.

In your telegram you suggested I get all information possible and we could discuss the whole thing when you get here on the 17th.

At this point I'll confirm the principle points of our phone conversation and a short diary covering the trend of things pertaining to the purpose of the phone call to you. First briefing on the scope of the Electronic Color Process, 21 August 1958.

Those attending:

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Myself

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Two representatives of a local photographic supply house contacted me to inquire at my interest in participating in the development and improvement of a newly conceived "electronic color photographic process".

Well, only the in-experienced would show dis-interest in the offer. Never-the-less before committing myself I fired the following questions:

- Q. How can I be of assistance on this project?
- A.
 - 1. Aerial photographic flying operation for preliminary evaluation of the system.
 - 2. Photographic laboratory work for comparison of color quality to conventional color photographic processes.
 - 3. Sales promotion in terms of the system application to department of defence requirements.
- Q. What is the name of the company?
- A. The individuals applying for patent application are at present in the process of forming a corporation, presently un-named. The engineer responsible for development of the process and his associates prefer to remain in seclusion to avoid the deluge of competitive or selfish interest likely to pounce on them once they are known.
- Q. Have they produced a color photograph and what is the basic principle of operation?
- A. Yes, a color transparency. The process is fully electronic automatic processing in the camera in 2 seconds. In the very near future they will achieve full picture processing in 2 micro seconds. When the system is airborne the picture signal can be either printed in the aerial camera or transmitted to a ground receiving station for printing.

- Q. What is the comparative ASA film speed?
- A. ASA 20,000.
- Q. Does the inventor desire financial assistance in terms of government sponsored research and development?
- A. Yes, with contract agreement that the product of any government sponsored research will not limit commercial applications of the process.
- Q. Can I mention the scope of the process and your names to government representatives who may desire participating in further development of the process?
- A. We prefer not to mention any more details of the process at this time. Things are in an early development state and all appears very promising. We were only interested in obtaining a commitment of your services and salary expected. You will be notified as to when you can act and only then by direction.
- Q. Do you men realize that the process you represent may be the technological break through needed to achieve all advantages of dry photographic processing and that if this process were to fall into the hands of a foreign government it would offer them advantages which may be time consuming or difficult to overcome?
- A. Yes, the inventor is a recent imigrant from a country having a dictatorial government, he prefered to develop the process in the U.S. Every precaution is taken to avoid loss of the advantage of being first. We will discuss more of your roll in the development of the process at some later date -sit tight.

End of first meeting

After seeing [redacted] whole deal for a few hours I phoned

you to determine other points to cover of interest to your organization.

Then other business called me out of town. However, I phoned [redacted]

[redacted] and suggested that if something of an urgent nature came up

he was to feel free to phone me collect.

On the 1st of September I received your telegram. I again

phoned [redacted] and inquired if any new developments had occurred.

He informed me that things were moving along rapidly. At that point

I mentioned that a friend (you) were coming out to discuss the process.

I also suggested that we three ought to get together because if the process looked promising you represented a government activity ready

to participate. [redacted] then mentioned he would be particularly

interested to know what the government policy, rules and procedures are and what affect they might have on the commercial market for his product.

On the matter of government restrictions I don't believe he has anything to be concerned about, as, in your case it may only be the application of the process that would be classified. On the other hand, the inventors concern, may be motivated by some previous bad experience with another government. If the corporation holding the process is All American, personal or financial gain should not be of primary concern. However, until we know all the facts, we cannot form an accurate appraisal of the situation.

I would suggest that you become an authority on government policy and etc., for the subjects of interest to these people (that is, if you are not already an authority on these matters) It may also do well to have a sample contract with you. I mean the fine print grable on government provisions, contractor obligation and everything short of the un-classified or the technical phases of a contract. If you allow yourself time it may be possible to work out

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details of a proposal and get things moving rapidly in your direction.

The whole deal has been handled very secretly with me. I have no more information than I've given you. In fact there is a good chance that I may be out of town during the week of the 15th through 19th. As far as I know, no one knows about the process other than I. My interests are only in good faith. I am not on an expense account, I am not a five percenter and neither have I been promised a job or other form of compensation.

As you know, I'm eager to do work for you in the name of my company. It may be convenient for you to provide someone out here to do liason work on this color process. I believe I could cover this assignment along with performing any other special purpose lab work you might desire. Now, you knew I'd get a punch line in for myself, therefore; if you could look into the matter a bit it might be one more point to discuss on the 22nd.

Today I sent you a telegram suggesting the meeting be postponed until the 22nd. Some events have turned up requiring that I keep after the bread-and-butter stuff (in addition to keeping watch over the electronic color process.)

In closing it might do well for me to write that I haven't seen any proof regarding the claimed color process. My knowledge of the thing is just what is presented here. I feel, however, that we cannot afford to close our ears just because we are unable to feast the eyes. See you on the 22nd.

Very truly yours,



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